

# WESTFIELD, INDIANA

**METRONET**  
THE POWER OF FIBER

Building Gigabit Communities

**WeCAN**

October 28, 2014

# ABOUT METRONET

## BUILDING GIGABIT COMMUNITIES

Slide 2

- Headquartered in Evansville, IN
- Rapid growth over 200% in last 3 years
- Provider of fiber optic broadband - based voice, video and data services
- Aggressively seeking to expand service to qualified communities in 5-state area
- Strong balance sheet
- We have been successful in our communities
- Customer-focused: “Passion to Serve”
- FTTP over-builder
- Fiber optic network
  - Coverage for more than 110,000 homes and businesses
  - 35,000 subscribers
  - Directly connected to each home and business using “next gen” fiber optic cable
  - Our communities are some of the first in the nation to receive access to a 100% fiber optic network



Westfield Parks



Metronet crew installing fiber underground

# 19 METRONET GIGABIT COMMUNITIES

Slide 3

**Greencastle** (Nov 2005)

**Connersville** (Nov 2010)

**Seymour** (May 2007)

**New Castle** (Dec 2010)

**Vincennes** (Jun 2008)

**Lebanon** (June 2011)  
**Ulen** (2011)

**North Vernon** (Mar 2009)

**Franklin** (2012)  
**Whiteland**  
**New Whiteland**

**Madison** (Aug 2009)

**Wabash** (May 2010)

La Fontaine (2013)

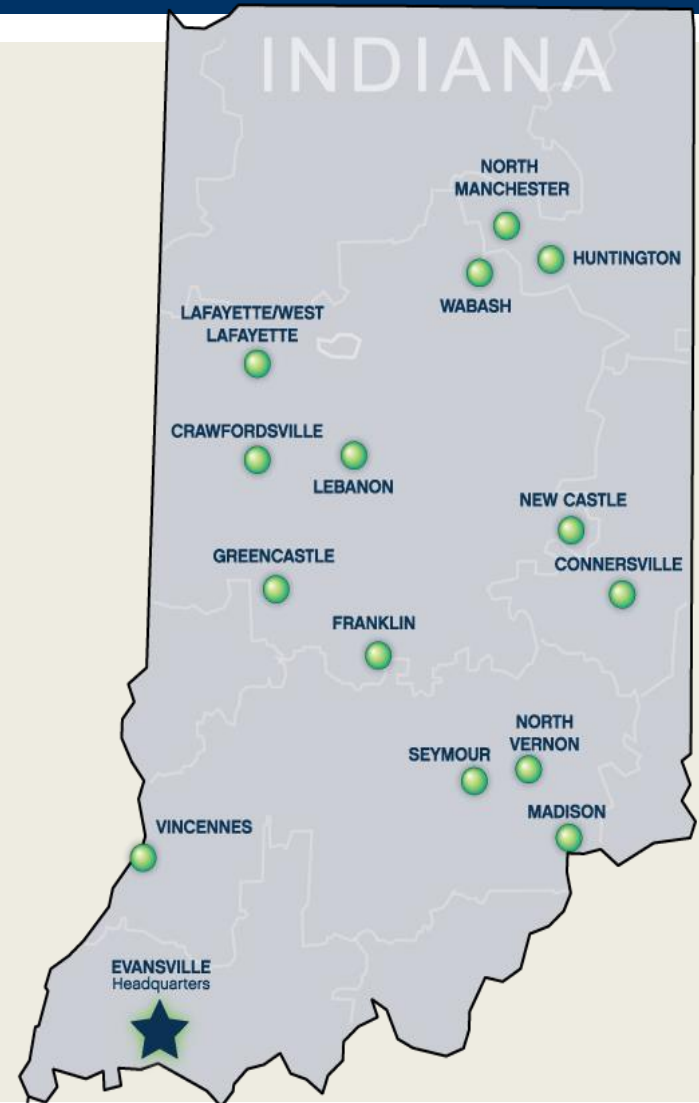
**West Lafayette** (2013)

**North Manchester** (Aug 2010)

**Lafayette** (2014/2015)

**Huntington** (Sep 2010)

**Crawfordsville** (2014)



# COMMUNITY BENEFITS

## “WHAT’S IN IT FOR WESTFIELD”

Slide 4

- Economic Development Infrastructure - World Class Fiber Optic Broadband Networks
  - Gigabit city designation - **to the Home**
  - Key economic development tool
  - Future proof – virtually limitless bandwidth
  - Platform For leading edge technology (telemedicine, distance learning, smart home, smart city)
- High Level of Customer Service
- Local Presence – Retail Store
  - Locally Hired customer service and service technicians
  - Community partner/local leadership
  - Local community involvement
    - 4-H parades and fairs, fall festivals, school events, athletics and sponsorships
- Google like Gigabit City
  - Less than 9% of the US residents have access to Gigabit Service
- Privately Funded
- Competition
  - Attractive pricing – “More for the Same”
  - Lower incumbent prices
  - Consumer choice



Lafayette Retail Store

# RESIDENTIAL PRODUCTS – FIBER IPTV

Slide 5

- Whether you're watching in HD or Standard Definition, you'll get a more spectacular picture. That's because our 100% fiber option connection delivers more data and extra clarity to your TV
  - IPTV – 240+ channels with 128 HD channels
  - Additional Tiers: HD Elite, Sports Tier, Premium Channels (HBO, Cinemax, etc)
- IPTV Features
  - Smart Search & Fast Channel Change Technology
  - WholeHome HD/DVR
  - TV Everywhere
  - QuickView
  - Wireless Set Top Boxes



# RESIDENTIAL PRODUCTS

## GIGABIT INTERNET & FIBER PHONE

Slide 6

### ■ Fiber-Speed Internet

- Metronet's 100% fiber optic Broadband network delivers blazing fast Internet speeds
  - Service offerings:
    - 200 Mbps standard triple play offering
    - Up to 1 Gigabit
- Features and Options:
  - Wireless Home Networking – Connect multiple wireless devices
    - Deploying gig routers
  - Fiber Direct – Providing Purdue University students and professors living off campus with a direct 100Mbps/100Mbps connection to Purdue's network



### ■ Fiber Phone

- 100% Fiber Phone service from Metronet delivers crystal-clear, reliable quality.
- Features: 17 Calling Features and Free Long Distance



# METRONET GIGABIT CITIES

## OCTOBER 2014 ANNOUNCEMENTS

Slide 7

- 200 Mbps Standard Residential Internet Service
  - Effective October 02, 2014, Metronet quadrupled its Triple Play Internet speed
  - 200 Mbps is now our standard (“off-the-shelf”) residential Triple Play Internet speed
  - Without increasing prices - More for the Same
- 19 True Gigabit Indiana Cities
  - Also, effective October 02, 2014
  - Metronet launched its new Gigabit Internet Service for residential customers
  - Metronet has officially broken the Internet Sound Barrier
  - 19 Existing Metronet cities and rural Communities in Indiana are now truly “Gigabit Cities”
  - One billion bits of data every second – **to the home**
- What could Gigabit Internet mean to Westfield Residents ?
  - Download multiple movies in a few seconds rather 20 minutes, possibly longer
  - Critical to community economic growth and development in our global economy
  - Change how we live and foster innovation, drive job creation, and economic growth
  - Drive further development in telemedicine, interactive distance learning, and telecommuting
  - Encourage more home based businesses
  - Work from home and less commuting
- Convergence of Technology, Economic Development and Quality of Life
- Great Complement to Westfield’s Innovation and Growth Strategy
- First Gigabit City in Hamilton County ?